Allegheny gets offer for Service America

CHEVERLY, Md. — Allegheny Beverage Corp. said it had been approached about the possibility of selling its contract-food-service subsidiary, Service America Corp., by a group that includes the subsidiary's senior managers.

The offer came only several months after Allegheny canceled plans to spin off the contract feeder, saying it would focus on increasing the subsidiary's sales and profitability.

Service America is the nation's fifth-largest contract feeder, operating more than 1,000 dining units, 50 recreational-facility accounts, and 113,000 vending machines.

Last year Allegheny announced that it planned to generate badly needed cash by spinning off a leveraged Service America to shareholders. Under the plan, Allegheny would have refinanced the subsidiary by borrowing against its assets. In a filing with the Securities and Exchange Commission last summer, the parent company valued Service America's assets at $450 million.

Allegheny said the buyout group did not include any board members of the parent company. It said that talks were in a "preliminary" stage and that there was "no assurance" that a proposal would either be made or accepted. The group, whose members were not identified, will be allowed to look at Allegheny's financial records.

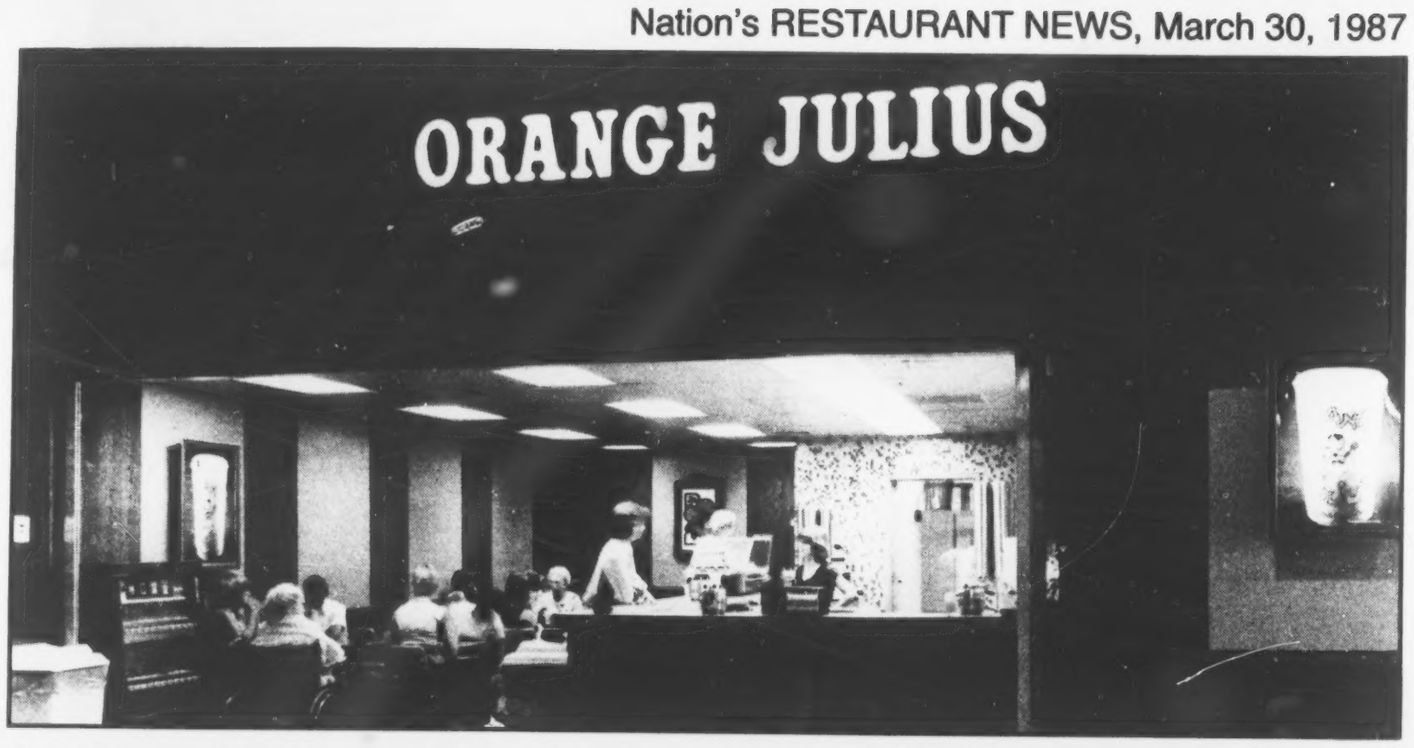
"It leads you to believe [Service America] is a viable operation," said Eugene Goodrich, who follows Allegheny for the Portland, Ore., brokerage firm Black & Co. "This certainly gives the shareholders some hope. Now that most of the bad news is over, and the economy is starting to recover, there's a brighter future for the stock."

On the day the news was announced, Allegheny's stock rose 63 cents, to $5.38, on heavy volume.

"Maybe others who were considering making offers for the company will react to this and move more quickly," Goodrich added. ARA Services Inc. was reported to be among the companies interested in Service America.

Bernard Bard, senior vice president of Stamford, Conn.-based Service America, said he could not discuss the development. Officers of Allegheny did not return phone calls seeking elaboration.

Service America Corp. was formed in 1985 from the merger of Allegheny's Macke Co. with Servomation, which Allegheny had acquired for $225 million. In the fiscal year ended March 29, 1986, Service America's revenue was $934 million, 83 percent of Allegheny's total. The division's operating profit was $57 million.



Queuing up at an Orange Julius. The chain sells blended fruit drinks and snacks.

Orange Julius to be sold for $19M

By Richard Martin

NEW YORK — Orange Julius International has agreed to sell its 750-store chain of beverage and fast-food stands to a company led by the chain's management in a deal valued at $19 million.

The merchant banking firm of Branford Castle Inc. would own a stake in the new company, H.C. Holdings Inc.

New York-based Custom Creamery Systems Inc. acquired Orange Julius, which operates in the United States and Canada from its headquarters in Santa Monica, Calif., in late 1985 for $12 million. The company then changed its name to Orange Julius International.

OJI accepted the buyout proposal because it has suffered financial setbacks since that 1985 acquisition, according to James H. Hennessy, the company's vice president and general counsel. The publicly held company sold its Hawthorn Mellody Inc. operation last year and currently is selling off portions of its vending business.

Hennessy expects the headquarters of the Orange Julius chain to remain in Santa Monica. He said some of the chain's executives and other OJI officials would participate in the buyout, which is subject to the approval of shareholders.

OJI was unable to send an acquisition proposal to shareholders until its year-end financial statements were completed, Hennessy indicated. A vote by shareholders is expected by the end of June, he said.

The $19 million purchase price includes $11.5 million in cash with the balance in notes and preferred stock. Furthermore, the sellers would get 10 percent of the common equity of H.C. Holdings Inc. OJI would also receive some of Orange Julius' royalties under a proposed licensing program.

The Orange Julius concept began in 1926 as a single outlet selling a proprietary beverage product in downtown Los Angeles. A branch in Coney Island, Brooklyn, opened later that same year. The company began franchising in 1948. Currently all but about 50 outlets of the chain are franchised.

Most Orange Julius units sell a variety of fruit drinks, fruit salads, muffins, nachos, fries, and hot dogs. Systemwide sales of the primarily mall-and-food-court-based chain were estimated at $125 million last year.

LATE NEWS DIGEST

Brock to buy Monterey

DALLAS — Brock Hotel Corp., parent of the ShowBiz and Pizza Time pizza chains, said it has agreed to acquire Houston-based Monterey House, a bankrupt operator of 61 Mexican dinnerhouses, for more than $10 million. The deal is subject to the approval of a bankruptcy court.

Sandro's adds lunch

NEW YORK — After two years of serving only dinners, Tony May has introduced lunch at his acclaimed East Side Italian restaurant, Sandro's. May, who also owns the well-known Manhattan restaurants Palio and La Camelia, said his decision to add lunch was based on patron requests and the expected 1988 opening of a nearby shopping mall.

Rax to close units, add pasta

COLUMBUS, Ohio — Rax Restaurants Inc., the 450-unit sandwich chain, is disposing of nine company-operated units and adding a pasta item to its salad bar in attempts to reverse declining sales and profits. The company reported a $4 million net loss for the quarter ended Jan. 26, compared with a loss of $246,000 for the year-earlier period. Revenues for the most recent quarter were $28 million, down 4.4 percent.

House workers unionize

WASHINGTON — Food-service workers in the U.S. House of Representatives restaurants voted more than four-to-one in favor of unionizing, ending a long battle for the right to bargain collectively. Employees opted for representation by the traditional Hotel and Restaurant Employees International Union, choosing HEREIU Local 25 over the International Association of Machinists and Aerospace Workers by a two-to-one margin.

3.7

WALL STREET UPDATE

Index falls 3.7

NEW YORK — The *Nation's Restaurant News* Stock Index fell 3.7 points in the week ended March 20, from a record high the previous week, to 197.2. Price-change winners beat losers by about 7 to 5.

(Story, Charts on pages 56-57)

McD's tests new Nuggets

OAK BROOK, Ill. — McDonald's is testing an all-white-meat version of Chicken McNuggets at 75 units in Ohio. The reformulated finger food is priced higher—about 25 cents more for an order of six—than the prevailing version, which has 30-percent dark meat.

Robinson shuts restaurants

LOS ANGELES — J.W. Robinson Co., an operator of 24 department stores in Southern California, is phasing out its in-store restaurants as a move to cut costs, the company's parent, St. Louis-based May Department Stores, said. Space is being made, a spokesman said, for more profitable cosmetics and apparel merchandise.

RJR picks Sticht

WINSTON SALEM, N.C. — J. Paul Sticht, who retired in 1983 as chairman and chief executive of R.J. Reynolds Industries, has been named chairman of RJR Nabisco, a major supplier to the food-service industry. Sticht, 69, succeeds J. Tylee Wilson, 55. His appointment was viewed as an attempt to smooth over differences that developed after Reynolds acquired Nabisco in 1985. Nabisco executives had shot to positions of power after the merger.

INSIDE THIS ISSUE

Classic concepts are undergoing creative reinterpretation in the hands of American chefs. *Page 10.*

Gray market liquor has saved restaurants, bars and consumers in the state of Washington $4.9 million over the past year, according to a "friend of the court" brief filed before the U.S. Supreme Court. *Page 14.*

The NRA has warned the Justice Department that immigration officials must treat each restaurant within a corporate chain as separate entities when assessing immigration law penalties. *Page 18.*

In these times of foodborne illness, irradiated pork and public concern with nutrition, the Food and Drug Administration's role in protecting the integrity of food has never been more important. But how well is the agency performing? Capitol Hill is debating the question. *Page 31.*

Takeovers, mergers and overall conglomeration of several distributorships have created powerful, far-reaching new competitors for traditional "mom and pop" equipment dealers. To survive, they will have to harness technology to control their operations. *Page 35.*

Wine sampling is now a Friday night ritual at The Post House, a steak house on Manhattan's Upper East Side. *Page 38.*

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FINANCIAL NEWS

NRN stock index falls back 3.7 points and closes at 197.2

NEW YORK — After breaking the 200 barrier for the first time, the *Nation's Restaurant News* Index of 83 stocks fell 3.7 points in the week ended March 20 and closed at 197.2.

The Dow Jones Industrial Average of 30 blue-chip issues, however, rose 74.86 points and finished at a record 2333.52. Analysts said investors bought stocks in large quantities just before the so-called triple witching hour on March 20, when stock index futures, index options, and stock options all expired simultaneously. Earlier in the week an increase in the world price of crude oil sent energy stocks higher.

Seventy-eight issues closed at higher prices on *NRN*'s complete, 158-stock listing of restaurant, lodging, diversified, and food-service manufacturing and distributing companies, while 55 finished lower and 25 did not change.

Stocks bought and sold at rates below their 12-week trading averages edged out the more active performers, 82 to 76.

Allegheny Beverage Corp. was among the leading volume surgers and percentage price gainers. It rose $1.88, to $6.63, on volume of 887,100 shares, about 117 percent above average. The company said managers of its Service America contract-food-service subsidiary had approached Allegheny about the possibility of acquiring Service America.

Calny Inc., the biggest Taco Bell franchisee, advanced $1, to $11.88, on moderately heavy trading of 593,600 shares, after announcing that it had received an unsolicited offer from Taco Bell's franchisor, PepsiCo Inc., to buy all the Calny stock it did not already own, at $11.50 a share. PepsiCo closed at $35, unchanged from the previous-week figure, on lower-than-average volume of nearly 3.6 million shares.

Two cafeteria stocks were among those reaching 52-week price highs: Luby's, up 63 cents, to $30.50, and Morrison, $2.25, to $29.25. Also at new highs were Shoney's, $1.25, to $30.88, and Associated Hosts, 13 cents, to $9.88.

Issues falling to new yearly lows were Sandwich Chef, down 25 cents, to $5.50; Taco Villa, 13 cents, to $2.75; Taco Viva, 13 cents, to $1.75, and Maverick, 25 cents, to $1.

VOLUME TREND LEADERS

Capt Crab	M	391.2	Ryans Family	M	154.9
Old Fashion Fd	M	246.3	Shelby Wms	M	129.1
Winners Cp	N	193.5	Orange Julius	M	119.8
Club Med	N	164.6	Allegheny Bev	M	117.5
Reynolds Metal	N	156.2	Wstn Steer	M	112.3

TOP PERCENTAGE PRICE GAINERS

Max & Erma's	O	53.8	Reynolds Metal	N	14.8
Allegheny Bev	M	39.5	Ritzys G D	M	12.5
Capt Crab	M	23.1	Chili's Inc	M	11.2
So Hospitality	M	21.1	Wilson Foods	M	10.1
Ryans Family	M	15.8	Calny Inc	M	9.2

TOP PERCENTAGE PRICE LOSERS

Lifestyle Rest	A	- 30.0	Sonesta Intl	M	- 12.5
Maverick Rest	M	- 20.0	SIS Cp	M	- 10.3
Chefs Intl	O	- 20.0	Hambrg Hamlet	M	- 8.0
ARK Restaurants	M	- 19.0	McFaddin Ven	A	- 7.1
Stuff Yer Face	O	- 12.5	Taco Viva	M	- 6.7

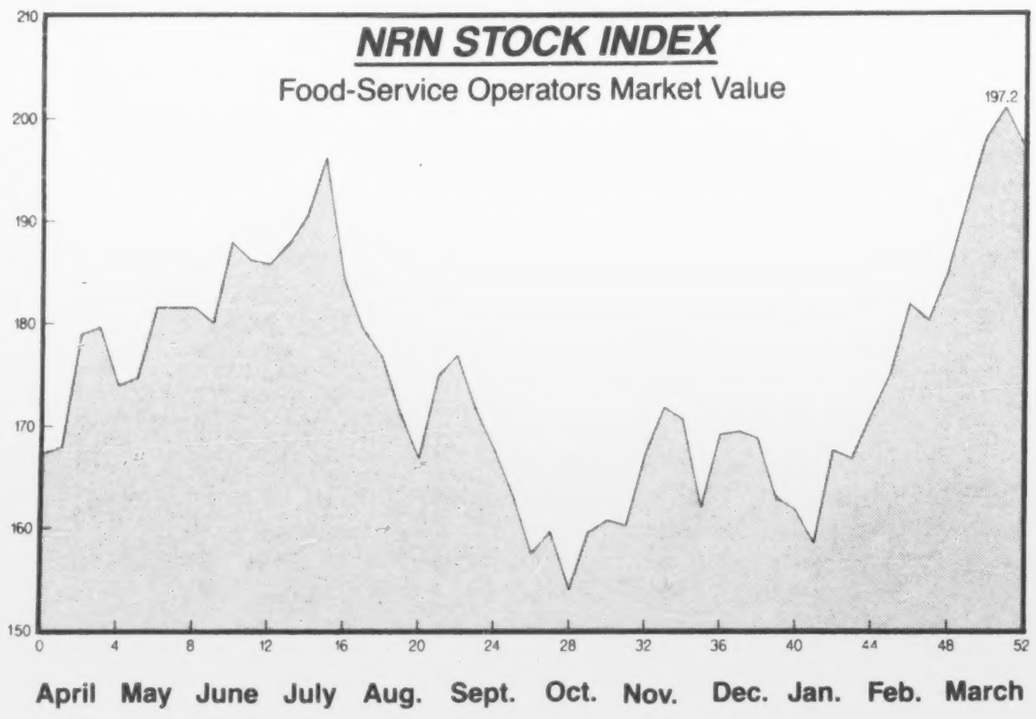
All figures represent weekly percentage change

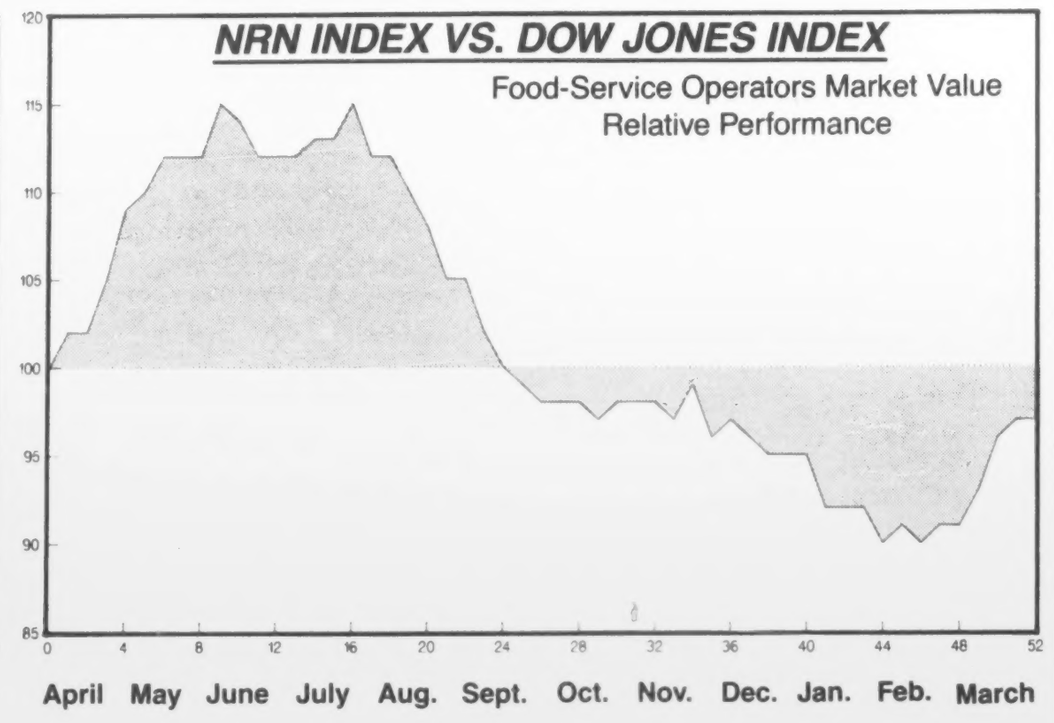
Stock Market / Financial Update

Restaurants - NRN Stock Index Issues

Company and Market		3-20-87 Close $	Weekly Change Amt. $	Weekly Change Pct. %	Price Weekly Range High $	Price Weekly Range Low $	52-Week Range High $	52-Week Range Low $	Volume Weekly Shares Traded Total (100)	Volume Weekly Shares Traded % Out %	Volume 12-Week Avg. Vol. As % Out %	Volume Trend Change %	P/E Ratio -	Indicated Divd. Rate Amt. $	Indicated Divd. Rate Yld. %	Latest Report New Report -	Latest Report Period -	Latest Report Date Ended -	Latest Quarter Revenue Latest $Mil	Latest Quarter Revenue Yr. Ago $Mil	Latest Quarter Net Income Latest $Mil	Latest Quarter Net Income Yr. Ago $Mil	Latest Quarter E.P.S. Latest $	Latest Quarter E.P.S. Yr. Ago $	Year-to-Date Revenue Latest $Mil	Year-to-Date Revenue Yr. Ago $Mil	Year-to-Date Net Income Latest $Mil	Year-to-Date Net Income Yr. Ago $Mil	Year-to-Date E.P.S. Latest $	Year-to-Date E.P.S. Yr. Ago $
Am Restaurants	M	1.75	.00	.0	1.75	1.00	4.13	1.00	18	.08	.17	- 52.9	NE	.00	.0	.....	9 mos.	10-86	4.8	5.4	(.3)	(.2)	(.15)	(.06)	14.2	15.8	(.7)	(.1)	(.32)	(.02)
ARK Restaurants	M	4.25	- 1.00	- 19.0	5.50	4.25	12.25	3.25	133	.34	.71	- 52.1	NE	.00	.0	.....	3 mos.	12-86	5.9	5.4	(.1)	.2	(.02)	.07	5.9	5.4	(.1)	.2	(.02)	.07
Assoc Hosts	M	9.88	.13	1.3	9.88	9.63	9.88	7.75	152	.34	.93	- 63.4	NE	.12	1.2	.....	3 mos.	12-86	17.9	21.2	.5	.2	.10	.05	17.9	21.2	.5	.2	.10	.05
Bob Evans Farms	M	26.75	.00	.0	27.25	26.25	27.00	18.00	1,491	.66	1.10	- 40.0	28.8	.28	1.0	.....	9 mos.	01-87	81.2	69.1	6.1	5.1	.27	.23	234.5	197.2	15.9	15.7	.71	.70
Bombay Palace	M	7.75	- .38	- 4.6	8.38	7.75	8.50	4.00	206	1.14	5.66	- 79.9	25.8	.00	.0	.....	9 mos.	09-86	2.2	1.9	.3	.1	.06	.09	6.0	5.2	.4	.3	.20	.20
Burger Kg MLP	N	19.13	.38	2.0	19.38	18.63	24.38	17.75	1,034	2.54	1.60	58.8	NA	1.10	5.8	.....		00-00	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Calny Inc	M	11.88	1.00	9.2	12.00	11.38	15.63	6.75	5,936	12.52	6.95	80.1	49.5	.16	1.3	.....	9 mos.	11-86	19.4	16.6	.5	1.1	.10	.24	56.2	46.8	1.2	2.7	.25	.59
Capt Crab	M	1.00	.19	23.1	1.13	0.81	1.50	.56	11,377	7.27	1.48	391.2	33.3	.00	.0	.....	3 mos.	11-86	2.6	2.4	.2	(.1)	.01	(.01)	2.6	2.4	.2	(.1)	.01	(.01)
Chefs Intl	O	.25	- .06	- 20.0	0.31	0.25	.44	.09	1,075	.55	.77	- 28.6	NE	.00	.0	.....	6 mos.	07-86	5.5	5.5	.0	NC	.00	NC	10.8	10.8	(.2)	NC	(.01)	NC
Chi-Chi's	M	7.88	.00	.0	8.00	7.75	11.25	6.50	13,203	4.87	3.95	23.3	NE	.00	.0	NEW	9 mos.	01-87	72.9	66.0	(10.3)	2.1	(.38)	.08	224.6	195.8	(5.7)	10.1	(.21)	.38
Chili's Inc	M	33.50	3.38	11.2	33.75	30.13	33.50	18.75	4,414	8.45	5.33	58.5	32.5	.00	.0	.....	6 mos.	12-86	48.5	24.5	1.6	1.0	.28	.18	84.1	49.8	3.1	2.3	.55	.44
Churchs Fr Ch	N	14.13	.25	1.8	14.13	13.25	18.13	10.88	12,038	3.21	2.59	23.9	30.7	.46	3.3	.....	fiscal	12-86	138.7	159.5	1.5	(5.6)	.04	(.15)	480.5	548.8	17.3	23.4	.46	.62
Collins Foods	N	23.00	.13	.5	23.38	22.50	23.38	14.00	4,723	2.36	2.03	16.3	41.1	.12	.5	.....	9 mos.	01-87	167.7	129.3	4.0	2.8	.19	.14	519.7	398.5	19.3	14.2	.93	.70
Consol Prods	M	4.63	.13	2.8	4.88	4.38	4.75	2.38	382	1.17	.73	60.3	13.6	.08	1.7	.....	3 mos.	12-86	19.9	19.4	.3	(.3)	.09	(.11)	19.9	19.4	.3	(.3)	.09	(.11)
Consul Rest	M	1.75	.00	.0	2.13	1.63	4.25	1.25	1,782	3.71	1.78	108.4	NE	.00	.0	.....	6 mos.	11-86	17.7	18.6	(.6)	(1.1)	(.12)	(.24)	37.4	40.4	(.4)	(1.0)	(.09)	(.22)
Cracker Barrel	M	26.25	1.00	4.0	26.25	25.25	26.75	14.50	1,008	2.82	1.92	46.9	23.0	.15	.6	.....	6 mos.	01-87	21.1	17.4	.3	.1	.10	.02	45.0	37.7	1.5	1.1	.43	.30
Cucos Inc	O	2.50	.00	.0	3.25	2.50	7.25	2.00	40	.19	.30	- 36.7	NE	.00	.0	.....	6 mos.	12-86	2.3	2.5	(.3)	.1	(.14)	.05	5.6	5.3	(.5)	.2	(.24)	.10
Dunkin Donuts	M	31.00	- .50	- 1.6	31.50	30.75	37.38	27.00	3,088	4.26	4.31	- 1.2	18.6	.32	1.0	.....	3 mos.	01-87	24.7	26.2	3.4	3.1	.46	.42	24.7	26.2	3.4	3.1	.46	.42
El Chico	M	4.38	.13	2.9	4.38	4.25	8.25	3.50	259	.56	1.44	- 61.1	NE	.00	.0	.....	9 mos.	02-87	20.7	13.7	(3.5)	.4	(.74)	.09	62.4	65.7	(3.7)	2.0	(.79)	.43
El Pollo Asa	M	6.13	- .13	- 2.0	6.38	6.00	8.38	5.38	488	1.30	3.54	- 63.3	76.6	.00	.0	.....	9 mos.	12-86	2.9	.5	.1	(.1)	.04	(.02)	7.5	3.5	.3	.1	.09	.04
Famous Rest	M	2.25	- .13	- 5.3	2.31	2.19	2.63	1.44	1,196	1.99	1.44	38.2	NE	.00	.0	.....	fiscal	12-86	14.5	10.2	(11.8)	(.3)	(1.97)	(.05)	60.8	50.7	(11.4)	NC	(1.91)	.01
Fast Food Oper	O	.25	.00	.0	0.34	0.25	.69	.25	77	.13	.27	- 51.9	NE	.00	.0	.....	9 mos.	09-86	2.1	2.2	(.2)	NC	.00	.01	5.8	5.9	(.1)	.1	(.02)	.02
Frisch's	A	37.63	- .38	- 1.0	38.13	37.63	40.66	25.97	78	.16	.38	- 57.9	54.5	.22b	.6	.....	6 mos.	11-86	32.4	30.1	.5	.6	.10	.15	76.3	71.1	1.6	1.5	.32	.33
Fuddruckers Inc	M	1.75	.06	3.7	1.81	1.69	5.63	1.38	1,114	1.65	2.50	- 34.0	NE	.00	.0	.....	9 mos.	09-86	18.9	14.7	(.7)	.1	(.09)	.01	52.1	38.6	(3.4)	.6	(.50)	.09
Hambrg Hamlet	M	5.75	- .50	- 8.0	6.00	5.75	7.75	4.00	47	.14	.13	7.7	15.1	.00b	.0	.....	9 mos.	12-86	11.0	9.3	.2	.4	.05	.12	32.8	28.2	.4	1.1	.12	.34
Intl Dairy Queen a	M	29.50	1.00	3.5	30.50	29.25	35.50	21.00	230	.24	.47	- 48.9	23.6	.00	.0	.....	fiscal	11-86	37.1	31.5	1.8	1.6	.19	.17	183.9	159.1	12.1	9.7	1.25	.98
Intl Kings Tab	M	19.25	.00	.0	19.25	18.50	30.00	15.75	1,417	4.89	4.21	16.2	14.4	.00	.0	.....	6 mos.	12-86	20.0	19.0	.2	.6	.15	.22	40.9	37.9	1.2	1.7	.51	.60
JB Restaurant	M	6.88	- .13	- 1.8	7.00	6.63	10.00	5.00	1,753	3.60	1.99	80.9	NE	.00	.0	.....	3 mos.	12-86	22.2	23.5	.3	(.4)	.00	(.09)	22.2	23.5	.3	(.4)	.00	(.09)
Jerrico Inc	M	23.88	.00	.0	24.00	23.38	26.38	17.88	12,093	5.68	4.56	24.6	18.2	.16	.7	.....	6 mos.	12-86	143.7	140.3	5.2	5.1	.25	.24	296.9	280.0	12.6	12.3	.60	.58
Kapok Cp	A	2.75	- .13	- 4.3	3.00	2.75	5.88	2.00	58	.24	.62	- 61.3	NE	.00	.0	.....	3 mos.	12-86	2.7	2.5	(.4)	(.5)	(.14)	(.21)	2.7	2.5	(.4)	(.5)	(.14)	(.21)
Karcher Carl	M	20.75	1.13	5.7	20.88	19.88	20.75	13.63	2,232	3.15	2.69	17.1	27.3	.00	.0	.....	9 mos.	10-86	74.2	75.1	1.8	1.5	.25	.22	240.8	249.7	4.2	3.8	.59	.54
Lifestyle Rest	A	.88	- .38	- 30.0	1.25	0.88	2.19	.69	352	.62	.84	- 26.2	NE	.00	.0	NEW	3 mos.	01-87	13.9	17.5	(1.8)	(.4)	(.31)	(.08)	13.9	17.5	(1.8)	(.4)	(.31)	(.08)
Luby's Cafe	N	30.50	.63	2.1	30.50	28.50	30.50	23.69	826	.45	.42	7.1	24.0	.44	1.4	NEW	6 mos.	02-87	55.2	50.7	5.6	4.8	.31	.26	110.4	102.2	10.9	9.7	.60	.53
Marcus Corp	M	24.75	.00	.0	25.75	24.75	29.75	20.13	351	.67	1.04	- 35.6	15.7	.33	1.3	NEW	9 mos.	02-87	31.9	28.9	.8	.8	.14	.15	104.5	97.2	5.6	6.2	1.08	1.20
Marriott Corp	N	39.75	- .13	- .3	39.75	37.25	43.75	26.91	28,047	2.12	1.51	40.4	28.4	.16	.4	.....	fiscal	12-86	1850.2	1396.2	56.2	51.8	.41	.38	5266.5	4241.7	191.7	167.4	1.40	1.24
Maverick Rest	M	1.00	- .25	- 20.0	1.25	1.00	2.25	1.00	31	.06	.55	- 89.1	NE	.00	.0	.....	9 mos.	10-86	3.8	3.5	(.1)	.1	(.03)	.01	11.1	9.9	.0	NC	.00	(.01)
Max & Erma's	O	2.50	.88	53.8	2.75	2.00	2.50	1.25	581	3.23	1.81	78.5	NE	.00	.0	.....	fiscal	10-86	3.8	3.7	.0	(.2)	.01	(.07)	16.5	16.3	(.3)	(.3)	(.18)	(.14)
McDonald's Cp	N	77.13	.63	.8	77.50	74.75	78.75	55.38	23,741	1.86	1.92	- 3.1	20.7	.66	.9	.....	fiscal	12-86	1088.3	915.9	113.5	103.5	.89	.80	4240.2	3694.7	479.7	433.0	3.73	3.33
McFaddin Ven	A	1.63	- .13	- 7.1	1.88	1.38	5.75	1.38	586	1.10	.53	107.5	NE	.00	.0	.....	fiscal	11-86	15.7	17.8	(19.0)	.4	(3.56)	.06	67.9	65.9	(18.9)	4.3	(3.55)	.84
Morrison Inc	M	29.25	2.25	8.3	29.25	27.38	29.25	21.13	2,352	1.64	1.87	- 12.3	35.7	.48b	1.6	.....	6 mos.	11-86	144.1	123.8	5.3	5.4	.37	.37	285.8	252.6	11.0	10.3	.77	.71
Morgan's Food	A	2.13	- .13	- 5.6	2.25	2.13	2.75	1.13	1,044	1.09	.88	23.9	NE	.00	.0	.....	9 mos.	11-86	5.1	3.8	.2	.1	.02	.03	14.1	11.8	.5	.2	.06	.05
Mr Steak	O	1.00	- .06	- 5.9	1.06	1.00	1.38	.38	346	.72	1.47	- 51.0	NE	.00	.0	.....	3 mos.	12-86	4.9	6.0	.1	(.3)	.01	(.05)	4.9	6.0	.1	(.3)	.01	(.05)
Nathans	M	8.00	- .13	- 1.5	8.00	8.00	8.13	4.00	108	.48	1.78	- 73.0	30.8	.07	.9	.....	9 mos.	12-86	5.3	5.3	.0	.1	.00	.03	18.4	18.8	1.0	1.0	.45	.43
Natl Pizza	M	17.75	.50	2.9	17.75	17.50	18.25	13.00	72	.10	1.16	- 91.4	22.2	.00	.0	.....	9 mos.	12-86	22.7	16.0	1.5	1.2	.19	.17	64.8	47.2	5.0	4.2	.65	.56
Old Fashion Fd	M	4.75	.00	.0	5.13	4.25	5.50	4.25	382	2.77	.80	246.3	11.3	.00	.0	.....	6 mos.	11-86	4.1	3.7	.1	.2	.09	.11	8.0	7.4	.3	.3	.21	.21
Old Spag Wrehse	M	5.75	.00	.0	5.75	5.00	6.75	3.25	7	.05	3.04	- 98.4	NE	.00	.0	.....	6 mos.	12-86	4.5	3.5	.2	.1	.10	.05	8.7	7.2	.3	.2	.19	.15
Pancho Mex Buffet	M	14.25	.63	4.6	14.50	14.13	14.63	9.50	153	.37	1.22	- 69.7	23.0	.13b	.9	.....	3 mos.	12-86	10.8	9.2	.5	.4	.11	.09	10.8	9.2	.5	.4	.11	.09
Perkin Fam	N	12.13	- .13	- 1.0	12.50	11.75	13.13	10.63	435	.86	1.26	- 31.7	NA	.00	.0	.....		00-00	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Piccadilly Caf	M	24.00	.50	2.1	24.25	23.50	25.75	18.75	472	.50	1.31	- 61.8	17.5	.48	2.0	.....	6 mos.	12-86	55.6	53.3	3.7	3.4	.39	.37	110.2	103.6	6.7	6.0	.71	.64
Pizza Inn	A	12.25	.13	1.0	12.25	11.88	12.63	7.25	941	2.84	3.41	- 16.7	68.1	.08	.7	.....	9 mos.	09-86	48.5	50.0	(.9)	.1	(.31)	.02	165.8	148.3	1.7	.5	.53	.16
Po-Folks	M	4.00	.13	3.2	4.00	3.75	11.00	3.63	203	.46	.74	- 37.8	NE	.00	.0	.....	3 mos.	12-86	38.3	38.5	(1.8)	(.8)	(.40)	(.19)	38.3	38.5	(1.8)	(.8)	(.40)	(.19)
Primo Inc	O	.19	.00	.0	0.22	0.19	2.19	.13	44	.12	1.40	- 91.4	NE	.00	.0	.....	fiscal	09-86	.2	2.4	(4.0)	(.2)	(1.13)	(.05)	4.6	5.4	(3.9)	.1	(1.10)	.03
RAX Restaurants	M	5.63	.13	2.3	5.75	5.38	9.75	4.63	451	.65	1.10	- 40.9	NE	.00	.0	.....	6 mos.	01-87	28.1	29.3	(4.0)	(.3)	(.58)	(.04)	59.2	61.4	(3.7)	NC	(.53)	NC
Rest Assoc B	A	10.75	.50	4.9	10.75	10.13	12.00	8.13	137	.44	.41	7.3	11.9	.30	2.8	NEW	fiscal	12-86	56.9	35.1	1.4	1.5	.26	.38	201.4	140.0	4.7	3.0	.90	.75
Rest Mgmt	M	10.25	- .25	- 2.4	10.50	9.75	13.41	7.25	329	.79	1.93	- 59.1	21.8	.07	.7	.....	3 mos.	01-87	12.6	11.4	.7	.6	.17	.14	12.6	11.4	.7	.6	.17	.14
Restec	O	2.75	.00	.0	3.50	2.75	3.00	2.75	1	.01	.22	- 95.5	NE	.00	.0	.....	6 mos.	12-86	1.9	1.6	(.1)	(.2)	(.05)	(.07)	3.8	3.2	(.1)	(.2)	(.06)	(.09)
Ritzys G D	M	1.13	.13	12.5	1.13	1.00	2.75	.94	530	.86	.55	56.4	NE	.00	.0	.....	fiscal	12-86	2.3	1.3	(.8)	(1.4)	(.13)	(.27)	9.5	12.0	(1.8)	(5.5)	(.29)	(1.06)
Rudy's Restaurant	M	4.25	- .13	- 2.9	4.50	4.25	7.63	3.50	139	.39	.90	- 56.7	NE	.00	.0	.....	3 mos.	12-86	4.4	4.0	.0	(.2)	.01	(.08)	4.4	4.0	.0	(.2)	.01	(.08)
Rusty Pelican	M	6.75	.00	.0	6.88	6.75	13.50	5.00	150	.53	1.28	- 58.6	NE	.00	.0	.....	6 mos.	01-87	12.6	12.9	.1	.1	.03	.05	25.6	27.2	.1	.4	.05	.15
Ryans Family	M	38.50	5.25	15.8	38.75	32.75	38.50	14.00	19,773	11.42	4.48	154.9	60.2	.00	.0	.....	fiscal	12-86	28.0	18.2	3.0	1.7	.17	.12	103.3	54.1	10.8	5.4	.64	.35
Sandwich Chef	M	5.50	- .25	- 4.3	5.50	5.50	9.88	5.50	51	.41	1.03	- 80.2	NE	.00	.0	.....	6 mos.	12-86	7.4	7.1	(1.4)	.1	(1.09)	.07	14.9	14.4	(1.3)	.3	(1.04)	.23
Sbarro Inc	A	20.00	.38	1.9	20.63	18.50	20.63	11.00	836	.96	.75	28.0	34.5	.00	.0	NEW	fiscal	12-86	20.8	12.4	2.0	1.5	.23	.21	58.5	34.6	4.9	3.4	.58	.49
Sea Galley	M	2.25	- .13	- 5.3	2.25	2.13	5.00	1.88	325	1.12	2.16	- 48.1	NE	.00	.0	NEW	fiscal	12-86	16.6	16.9	(1.9)	(4.2)	(.67)	(1.34)	58.8	61.4	(3.5)	(1.8)	(1.21)	(.59)
Shoney's Inc	M	30.88	1.25	4.2	30.88	29.25	30.88	24.00	5,537	1.53	1.44	6.3	25.9	.16	.5	NEW	3 mos.	01-87	194.3	171.7	11.4	9.9	.31	.27	194.3	171.7	11.4	9.9	.31	.27
Shoney's South	M	14.50	.13	.9	14.75	14.38	18.63	12.63	1,355	1.89	1.22	54.9	16.5	.00	.0	.....	fiscal	12-86	44.8	39.9	.0	.7	(.03)	.13	198.1	177.5	5.7	5.4	.88	.94
SIS Cp	M	6.50	- .75	- 10.3	7.25	6.50	8.00	4.25	198	1.28	1.23	4.1	NM	.00	.0	.....	fiscal	12-86	3.8	3.6	(.1)	NC	(.03)	NC	15.4	13.5	.0	NC	.01	NC
Sizzler Rest	M	21.75	.00	.0	23.25	21.50	23.25	13.75	4,508	2.64	1.83	44.3	28.6	.00	.0	NEW	9 mos.	01-87	56.7	43.9	2.5	2.2	.14	.15	173.3	134.3	9.2	8.3	.54	.54
Skippers	M	7.88	- .13	- 1.6	8.00	7.88	11.00	7.38	570	2.09	1.11	88.3	NE	.08	1.0	NEW	fiscal	12-86	24.0	23.6	(1.6)	(.8)	(.60)	(.30)	78.8	72.3	(1.5)	.9	(.55)	.32
So Hospitality	M	2.88	.50	21.1	2.88	2.50	5.63	2.38	359	.72	1.16	- 37.9	NM	.00	.0	.....	6 mos.	11-86	10.5	13.2	(.2)	.4	(.03)	.07	22.5	25.4	.2	1.1	.04	.22
Stuff Yer Face	O	.22	- .03	- 12.5	0.25	0.22	.31	.13	447	.29	.21	38.1	NE	.00	.0	.....	6 mos.	09-86	.7	.9	.0	(.2)	.00	(.01)	1.3	1.7	.0	(.3)	.00	(.02)
Swensens Inc	O	.81	.00	.0	1.00	0.81	1.50	.63	64	.14	.31	- 54.8	NE	.00	.0	.....	9 mos.	09-86	2.5	2.7	.0	.1	.01	.02	7.4	8.0	(.2)	(.2)	(.05)	(.02)
Sybra Inc	M	12.00	.00	.0	12.25	12.00	13.00	10.00	27	.13	.31	- 58.1	10.0	.00	.0	.....	6 mos.	12-86	18.6	14.8	1.2	.9	.41	.33	34.5	29.2	1.9	1.6	.69	.58
Taco Villa	M	2.75	- .13	- 4.3	2.88	2.75	4.63	2.75	14	.02	.06	- 66.7	NE	.00	.0	.....	9 mos.	09-86	21.9	22.4	(.8)	(.3)	(.10)	(.04)	65.2	56.5	(.9)	NC	(.11)	NC
Taco Viva	M	1.75	- .13	- 6.7	1.88	1.75	3.50	1.75	37	.11	.58	- 81.0	NE	.00	.0	.....	6 mos.	11-86	4.5	4.7	(.5)	(1.2)	(.14)	(.34)	11.1	11.0	(.5)	(1.2)	(.15)	(.35)
TGI Friday's	N	9.25	.00	.0	9.25	8.75	10.00	6.50	837	.74	1.04	- 28.8	NM	.00	.0	.....	fiscal	12-86	90.3	78.3	(2.1)	.8	(.11)	.04	359.8	314.4	1.4	9.5	.08	.52
TCBY Enterprises	M	25.25	1.25	5.2	25.88	23.25	39.53	11.91	9,352	5.42	4.14	30.9	53.7	.00	.0	.....	fiscal	11-86	5.7	4.6	2.0	.9	.12	.06	23.0	16.9	8.0	3.1	.47	.20
TW Services	N	17.38	.25	1.5	17.63	16.63	17.63	14.13	17,248	3.55	NC	NC	30.0	.03	.2	.....	9 mos.	09-86	.5	.5	.0	NC	.13	.22	1.5	1.5	.0	NC	.37	.66
Twistee Treat	M	2.38	.06	2.7	2.38	2.25	5.06	1.94	4,774	2.65	2.46	7.7	NE	.00	.0	.....	9 mos.	10-86	.7	.4	(.5)	(.4)	(.03)	(.07)	2.0	1.5	(2.0)	(1.0)	(.11)	(.07)
USACafes	A	8.75	.00	.0	8.75	8.50	9.13	5.50	689	1.06	1.00	6.0	10.2	.34	3.9	.....	fiscal	09-86	3.2	4.7	3.1	.8	.47	.14	18.1	18.7	5.6	2.5	.86	.40
Vicorp Restaurants	M	13.50	- .25	- 1.8	13.75	13.00	23.00	10.25	2,491	2.92	3.37	- 13.4	NE	.00	.0	NEW	fiscal	10-86	81.9	96.5	(7.8)	(2.5)	(1.03)	(.30)	417.4	379.9	(24.2)	3.4	(3.37)	.37
Wendys Intl	N	11.75	.50	4.4	11.88	10.75	17.81	9.25	29,377	3.06	2.37	29.1	NE	.24	2.0	.....	fiscal	12-86	271.4	295.4	11.7	18.6	.02	.20	1139.9	1125.6	4.9	76.2	(.05)	.82
Wstn Steer	M	14.00	1.00	7.7	14.00	13.25	16.00	11.00	450	2.42	1.14	112.3	12.8	.20	1.4	.....	9 mos.	11-86	16.0	12.6	.5	.5	.27	.31	41.8	35.8	1.3	1.2	.75	.74
Winners Cp	N	3.50	.25	7.7	3.50	3.13	6.63	3.13	1,102	2.73	.33	193.5	NE	.00	.0	.....	fiscal	12-86	28.5	28.7	(.6)	(1.7)	(.14)	(.43)	116.2	112.2	(2.2)	(3.6)	(.54)	(.90)

NOTES AND EXPLANATIONS: Market: N—New York Stock Exchange. A—American Stock Exchange. O—NASDAQ Over-The-Counter. M—NASDAQ National Market. **Reporting Period:** 3 mos.—First quarter of fiscal year. 6 mos.—First six months of fiscal year. 9 mos.—First nine months of fiscal year. fiscal—Fiscal year. NEW—New report since last issue. **General Field Footnotes:** NA—Not available or not applicable. NC—Data required for calculation currently incomplete in our files. NE—Negative earnings invalidate calculations. NM—No meaningful figure. a—stock dividend. b—cash plus stock dividend. **The Charts:** The *NRN* Stock Index calculates the per cent change in the market value of food-service operators since Oct. 28, 1983. The *NRN* Stock Index vs. Dow Jones Index calculates the relative performance of the two indexes from their levels of 52 weeks ago.





Source: Media General Financial Services

Oct. 28, 1983 = 100

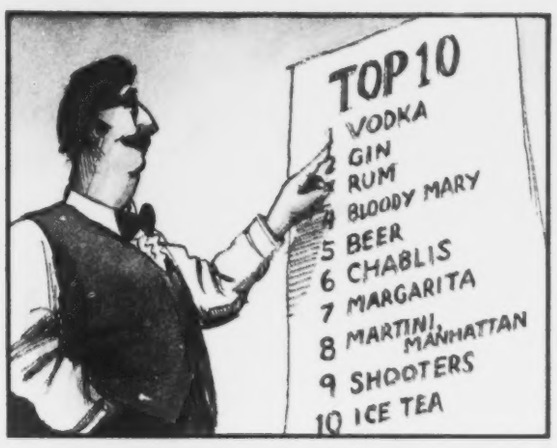
Company and Market	3-20-87 Close	Weekly Change Amt.	Weekly Change Pct.	Weekly Range High	Weekly Range Low	52-Week Range High	52-Week Range Low	Volume Weekly Shares Traded Total	Volume Weekly Shares Traded % Out	Volume 12-Week Avg. Vol. As % Out	Volume Trend Change	P/E Ratio	Indicated Divd. Rate Amt.	Indicated Divd. Rate Yld.	Latest Report New Report	Latest Report Period	Latest Report Date Ended	Latest Quarter Revenue Latest	Latest Quarter Revenue Yr. Ago	Latest Quarter Net Income Latest	Latest Quarter Net Income Yr. Ago	Latest Quarter E.P.S. Latest	Latest Quarter E.P.S. Yr. Ago	Year-to-Date Revenue Latest	Year-to-Date Revenue Yr. Ago	Year-to-Date Net Income Latest	Year-to-Date Net Income Yr. Ago	Year-to-Date E.P.S. Latest	Year-to-Date E.P.S. Yr. Ago
-	$	$	%	$	$	$	$	(100)	%	%	%	-	$	%	-		-	$Mil	$Mil	$Mil	$Mil	$	$	$Mil	$Mil	$Mil	$Mil	$	$
Hotels, Motels, and Casinos																													
Brock Hotel ..... N	9.88	- .25	- 2.5	10.38	9.75	93.75	6.25	1,179	1.80	1.64	9.8	NE	.00	.0	.....	9 mos.	09-86	42.5	55.8	.2	(39.1)	(.49)	(42.50)	136.9	184.5	.8	(38.9)	.13	(42.00)
Club Med ..... N	27.75	.13	.5	27.88	26.25	32.25	21.25	2,360	1.72	.65	164.6	21.9	.20	.7	.....	fiscal	10-86	70.2	58.2	(.3)	(1.3)	(.02)	(.09)	337.0	279.7	17.4	14.2	1.27	1.04
Golden Nugget ..... N	11.75	- .25	- 2.1	12.25	11.50	16.00	9.13	4,779	1.39	3.11	- 55.3	NM	.00	.0	NEW	fiscal	12-86	93.0	90.6	(7.0)	(6.7)	(.21)	(.19)	381.7	385.0	3.4	22.6	.10	.65
Hilton Hotels ..... N	91.00	6.25	7.4	91.75	84.25	91.75	62.75	5,535	2.23	1.60	39.4	23.2	1.80	2.0	.....	fiscal	12-86	197.0	184.3	26.1	28.8	1.05	1.16	740.4	712.4	97.8	100.2	3.92	4.03
Holiday Cp ..... N	80.00	- 1.63	- 2.0	81.88	79.88	82.50	54.25	15,118	6.46	6.23	3.7	19.3	.00	.0	.....	fiscal	12-86	391.8	415.2	10.1	24.6	.46	.99	1647.8	1802.5	103.4	141.3	4.15	5.06
La Quinta Inns ..... N	13.75	.25	1.9	13.88	13.38	19.75	11.25	2,129	1.55	1.82	- 14.8	NM	.00	.0	.....	6 mos.	11-86	42.0	43.0	(2.0)	1.2	(.15)	.09	96.1	93.0	.5	5.2	.03	.36
Prime Mtr Inns ..... N	45.25	- .50	- 1.1	45.50	43.25	46.50	24.50	5,224	1.79	1.52	17.8	40.0	.08	.2	.....	6 mos.	12-86	10.4	79.6	(.3)	8.3	(.01)	.31	100.5	154.1	11.5	16.1	.39	.61
Ramada Inc ..... N	8.50	.00	.0	8.63	8.25	11.00	6.00	13,511	3.40	3.44	- 1.2	31.5	.00	.0	.....	fiscal	12-86	176.6	138.7	1.7	2.3	.05	.06	687.0	583.2	10.3	13.8	.27	.37
Resorts Intl A ..... A	58.13	- 1.38	- 2.3	59.50	56.50	77.00	42.75	2,584	4.55	5.58	- 18.5	NE	.00	.0	.....	fiscal	12-86	104.5	138.1	(22.1)	(1.7)	(3.44)	(.45)	449.1	463.9	(30.6)	6.1	(4.76)	.75
Servico Inc ..... M	19.00	.25	1.3	19.75	18.75	26.25	16.75	252	.66	.71	- 7.0	NM	.00	.0	.....	*	12-86	NC	NC	NC	NC	NC	NC	100.1	NC	3.5	NC	.92	NC
Sonesta Intl ..... M	17.50	- 2.50	- 12.5	20.50	17.00	20.00	10.75	19	.06	.13	- 53.8	3.2	.20	1.1	.....	fiscal	12-86	12.1	16.1	.8	(2.6)	.26	(.86)	64.9	68.8	16.7	(3.3)	5.47	(1.11)
Utd Inns ..... N	33.25	.38	1.1	33.25	32.75	51.75	32.38	351	1.33	.89	49.4	NE	.00	.0	.....	3 mos.	12-86	40.7	40.4	(2.2)	2.6	(.85)	.97	40.7	40.4	(2.2)	2.6	(.85)	.97
Other Companies with Food-Service Operations																													
Allegheny Bev ..... M	6.63	1.88	39.5	6.63	4.75	27.13	4.75	8,871	10.81	4.97	117.5	NE	.00	.0	.....	9 mos.	12-86	231.7	298.3	(40.3)	2.0	(4.91)	(.92)	819.5	828.1	(50.9)	76.0	(6.20)	10.31
Benihana Natl ..... M	4.63	- .25	- 5.1	4.88	4.38	10.88	3.38	530	1.55	1.94	- 20.1	NE	.00	.0	.....	9 mos.	12-86	13.7	14.6	(1.5)	(.8)	(.46)	(.26)	59.7	58.3	(4.9)	.4	(1.44)	.13
Disney Walt Co ..... N	60.63	.88	1.5	61.25	58.00	61.88	34.38	19,128	1.46	2.37	- 38.4	27.3	.32	.5	.....	3 mos.	12-86	755.5	504.2	89.8	34.7	.66	.26	755.5	504.2	89.8	34.7	.66	.26
Flanigan Ents ..... A	6.13	- .13	- 2.0	6.25	6.13	6.75	3.50	6	.06	.79	- 92.4	14.2	.00	.0	.....	fiscal	09-86	6.9	10.6	2.5	(2.3)	2.16	(2.40)	36.2	55.3	.4	(1.9)	.43	(2.00)
Gen Mills ..... N	52.75	- .88	- 1.6	54.38	52.25	54.38	34.38	10,225	1.16	1.27	- 8.7	20.6	1.28	2.4	NEW	9 mos.	02-87	1311.3	1153.9	56.9	46.4	.64	.52	3839.0	3425.3	185.9	141.3	2.09	1.59
Grace W R ..... N	62.25	1.88	3.1	63.00	59.13	63.00	45.25	15,900	3.83	3.47	10.4	21.2	2.80	4.5	.....	9 mos.	09-86	1321.2	1758.1	4.4	25.3	.10	.41	3982.2	5246.9	87.7	102.2	2.08	1.96
Hershey Foods ..... N	27.50	.38	1.4	28.00	26.75	29.88	19.16	6,805	.76	.88	- 13.6	19.4	.54	2.0	.....	fiscal	12-86	615.0	540.9	37.7	35.4	.41	.38	2169.6	1996.2	132.8	112.1	1.42	1.19
Horn & Hardart ..... A	12.75	- .25	- 1.9	13.13	12.13	19.25	7.88	3,803	2.66	3.23	- 17.6	NE	.00	.0	.....	9 mos.	09-86	92.0	84.1	(37.1)	(5.9)	(2.60)	(.50)	279.0	257.7	(43.1)	(7.6)	(3.10)	(.66)
LDBrinkman Cp ..... M	6.63	- .25	- 3.6	7.25	6.50	9.88	4.88	3,549	5.91	2.93	101.7	22.8	.00	.0	NEW	6 mos.	01-87	59.2	63.1	(.7)	1.5	(.13)	.21	138.5	126.7	2.8	2.5	.43	.35
Ogden Corp ..... N	69.63	2.38	3.5	70.00	66.38	71.50	28.38	7,433	3.86	3.67	5.2	11.3	2.00	2.9	.....	fiscal	12-86	183.8	260.3	438.8	(43.5)	4.53	(2.28)	799.8	1026.4	470.5	(21.6)	6.15	(1.16)
Orange Julius ..... M	2.88	.13	4.5	3.00	2.75	9.00	2.75	409	2.33	1.06	119.8	NE	.00	.0	.....	6 mos.	06-86	37.4	37.7	(.5)	(.4)	(.24)	(.21)	74.7	75.4	(.9)	(.7)	(.47)	(.42)
PepsiCo Inc ..... N	35.00	.00	.0	35.50	33.88	37.00	24.50	35,916	1.38	1.81	- 23.8	20.0	.64	1.8	.....	fiscal	12-86	2786.9	2420.5	116.6	89.3	.44	.34	9290.8	8056.7	457.8	543.7	1.75	1.94
Pillsbury Co ..... N	43.88	1.00	2.3	43.88	41.63	45.13	32.44	9,802	1.13	1.58	- 28.5	18.0	1.00	2.3	.....	6 mos.	11-86	1688.4	1527.9	53.9	55.0	.62	.63	3071.2	2755.7	101.8	97.7	1.17	1.12
RJR Nabisco ..... N	57.50	- .88	- 1.5	59.63	56.88	65.63	37.00	31,472	1.26	1.69	- 25.4	15.0	1.60	2.8	.....	fiscal	12-86	1986.0	2467.0	314.0	334.0	1.21	1.17	15978.0	13533.0	1064.0	1001.0	3.83	3.60
Southland Corp ..... N	52.50	- .75	- 1.4	54.88	51.75	60.50	44.00	18,945	3.92	3.76	4.3	13.3	1.12	2.1	.....	fiscal	12-86	2120.4	2898.4	23.5	43.5	.43	.86	8619.7	12377.4	200.4	212.5	3.96	4.41
Vie de France ..... M	5.13	.13	2.5	5.13	4.88	7.25	4.75	720	.68	.93	- 26.9	21.4	.23	4.5	.....	6 mos.	12-86	15.0	14.7	.4	.9	.03	.07	29.7	29.0	1.2	1.9	.11	.17
Manufacturers and Distributors																													
Alco Standard ..... N	51.13	.50	1.0	51.88	50.50	51.88	37.00	871	.43	.85	- 49.4	18.8	1.28	2.5	.....	3 mos.	12-86	863.5	1021.2	14.8	14.8	.71	.66	863.5	1021.2	14.8	14.8	.71	.66
Anchor Hocking ..... N	31.25	.25	.8	31.25	31.00	35.00	24.63	5,348	5.07	5.32	- 4.7	49.6	1.48	4.7	.....	fiscal	12-86	203.3	187.8	1.8	(7.6)	.17	(.73)	757.8	720.3	6.6	2.4	.63	.23
Angelica ..... N	28.25	.38	1.3	28.63	27.50	29.75	22.00	1,030	1.11	1.01	9.9	16.4	.64	2.3	.....	9 mos.	10-86	75.3	70.7	4.6	4.8	.49	.51	215.1	201.1	12.3	13.4	1.32	1.44
Anheuser Bu ..... N	36.00	.25	.7	36.13	34.13	36.63	22.25	27,949	1.02	1.34	- 23.9	21.3	.48	1.3	.....	fiscal	12-86	1927.4	1697.9	111.4	79.2	.37	.25	7677.2	7000.3	518.0	443.7	1.69	1.42
Borden Inc ..... N	55.88	- 1.13	- 2.0	57.38	54.75	59.25	37.19	11,075	1.50	1.45	3.4	18.6	1.12	2.0	.....	fiscal	12-86	1356.4	1246.6	68.8	55.7	.93	.73	5002.1	4716.2	223.3	193.8	3.00	2.50
Bridgford Fds ..... M	6.25	.50	8.7	6.25	6.00	8.00	4.25	3	.02	.16	- 87.5	12.5	.00	.0	.....	fiscal	10-86	14.2	12.8	.3	.1	.24	.10	54.1	50.6	.6	.2	.50	.18
Campbell Soup ..... N	67.88	2.25	3.4	67.88	65.00	68.50	50.50	6,447	.99	.87	13.8	19.1	1.44	2.1	.....	6 mos.	01-87	1248.6	1180.6	70.4	69.7	1.09	1.08	2363.2	2258.2	129.1	121.5	1.99	1.88
Canandaigua B ..... A	27.50	.00	.0	27.75	27.00	38.50	21.75	71	.38	.31	22.6	12.4	.00	.0	.....	3 mos.	11-86	38.0	32.8	1.8	1.8	.38	.37	38.0	32.8	1.8	1.8	.38	.37
Carling OKeef ..... N	13.63	.25	1.9	13.63	13.50	13.63	8.88	1,059	.49	.46	6.5	NA	.48	NA	.....	9 mos.	12-86	229.2	231.7	6.6	2.7	.28	.10	733.6	735.7	16.4	6.4	.68	.22
Castle & Cooke ..... N	22.63	.38	1.7	22.63	21.63	23.38	14.50	8,726	1.86	1.95	- 4.6	40.4	.00	.0	.....	fiscal	12-86	325.7	329.9	(31.9)	(3.3)	(.85)	(.21)	1737.9	803.5	43.9	2.0	.56	(.24)
Clorox Co ..... N	62.25	2.88	4.8	62.38	58.88	62.38	45.00	3,761	1.41	1.54	- 8.4	16.5	1.52	2.4	.....	6 mos.	12-86	214.6	207.1	16.0	13.6	.60	.51	488.4	492.2	45.0	40.0	1.69	1.51
Coca Cola Co ..... N	47.38	.25	.5	47.88	45.63	49.00	32.81	51,845	1.34	1.28	4.7	22.8	1.12	2.4	.....	9 mos.	09-86	2748.1	2172.7	233.1	195.6	.60	.49	7113.4	5967.0	619.8	532.9	1.60	1.35
Coors, Adolph ..... M	28.25	1.38	5.1	28.25	26.50	31.63	23.13	6,587	1.81	2.15	- 15.8	17.1	.50	1.8	.....	fiscal	12-86	275.9	278.9	4.0	7.8	.11	.22	1314.9	1281.1	59.4	53.4	1.65	1.52
ConAgra ..... N	32.63	- .25	- .8	33.25	32.00	34.00	23.50	7,229	1.09	1.57	- 30.6	19.1	.58	1.8	.....	6 mos.	11-86	1694.9	1444.1	37.8	30.8	.55	.45	3466.0	3019.9	65.6	53.4	.96	.78
Corning Glass ..... N	63.88	- 2.13	- 3.2	66.75	63.50	81.50	46.63	10,483	2.35	2.61	- 10.0	17.3	1.40	2.2	NEW	fiscal	12-86	436.8	398.1	26.9	28.5	.60	.66	1856.3	1690.5	162.2	107.6	3.70	2.53
CPC Intl Inc ..... N	50.38	1.88	3.9	51.13	48.13	51.13	28.25	16,526	1.70	1.64	3.7	21.9	1.24	2.5	.....	fiscal	12-86	1201.9	1071.5	73.5	51.9	.80	.53	4548.8	4209.9	219.2	142.0	2.30	1.46
Dean Foods ..... N	33.50	2.50	8.1	33.50	31.25	33.69	25.13	1,752	.66	.65	1.5	21.9	.46	1.4	.....	*	11-86	NC	NC	NC	NC	NC	NC	693.0	NC	18.2	NC	.68	NC
Doskocil Cos ..... O	1.06	.00	.0	1.13	1.06	2.31	.88	6,451	1.07	.72	48.6	NM	.00	.0	NEW	fiscal	12-86	62.7	35.5	(2.1)	.4	(.04)	.01	223.9	114.9	.6	2.8	.01	.05
Ecolab Inc ..... N	30.88	- .13	- .4	31.50	30.63	31.50	20.75	3,031	1.11	1.30	- 14.6	18.7	.58	1.9	.....	3 mos.	09-86	199.0	187.1	9.8	8.8	.36	.33	199.0	187.1	9.8	8.8	.36	.33
Fleming Cos ..... N	45.00	.00	.0	45.50	44.50	45.88	31.00	1,940	.88	1.07	- 17.8	25.0	1.00	2.2	NEW	fiscal	12-86	1887.6	1813.1	2.8	17.1	.13	.79	7652.6	7095.0	39.3	60.1	1.80	2.87
Fort How Pap ..... N	55.75	1.63	3.0	55.88	54.00	60.50	42.88	6,897	1.01	1.25	- 19.2	25.6	1.08	1.9	.....	fiscal	12-86	385.6	318.7	20.1	35.9	.30	.56	1549.3	1363.3	146.4	157.0	2.18	2.47
Heinz, HJ ..... N	48.00	.50	1.1	48.75	46.00	50.50	36.75	11,389	.85	.94	- 9.6	20.2	1.12	2.3	.....	9 mos.	01-87	1084.9	1013.3	74.7	63.2	.55	.46	3326.5	3146.9	244.4	219.7	1.78	1.60
Hormel, George ..... A	38.38	- .13	- .3	38.63	38.00	39.25	26.50	496	.26	.21	23.8	21.3	.60	1.6	.....	3 mos.	01-87	440.5	480.8	4.5	8.9	.23	.46	440.5	480.8	4.5	8.9	.23	.46
Intl Multifood ..... N	28.75	- 2.00	- 6.5	30.38	28.50	31.75	22.50	3,253	2.30	2.07	11.1	18.0	1.18	4.1	.....	9 mos.	11-86	297.2	364.5	6.7	9.7	.46	.79	1033.4	1002.1	14.6	18.0	1.03	1.46
James River ..... N	40.63	- .75	- 1.8	41.75	40.50	42.63	22.00	8,844	1.08	2.27	- 52.4	20.4	.40	1.0	.....	9 mos.	01-87	1057.5	608.6	41.6	15.7	.49	.25	3287.6	1913.0	124.0	68.0	1.50	1.28
Kellogg ..... N	60.38	- .25	- .4	60.50	58.38	62.63	37.00	10,779	.87	.79	10.1	23.4	1.08	1.8	.....	fiscal	12-86	809.3	718.0	70.4	54.2	.57	.44	3340.7	2930.1	318.9	281.1	2.58	2.28
Kraft Inc ..... N	60.75	1.13	1.9	60.75	58.88	65.88	47.13	15,376	1.14	1.28	- 10.9	20.7	1.72	2.8	.....	fiscal	12-86	2414.4	2658.7	119.0	129.1	.87	.89	8742.2	9942.3	413.2	466.1	2.93	3.22
Litton Ind ..... N	84.63	1.75	2.1	85.75	80.75	92.25	71.75	5,707	2.20	1.94	13.4	46.5	.00	.0	.....	6 mos.	01-87	974.5	1166.1	34.1	47.0	1.28	1.68	2038.6	2269.0	68.4	90.7	2.54	3.24
Manitowoc ..... M	20.13	.00	.0	20.25	19.75	22.50	16.00	2,731	2.51	1.94	29.4	NE	.80	4.0	.....	6 mos.	12-85	46.8	51.3	(2.8)	.5	(.26)	.05	110.7	86.0	1.9	4.0	.17	.37
McCormick ..... M	45.25	- 2.88	- 6.0	46.88	44.25	49.00	38.63	3,383	2.81	2.07	35.7	18.4	1.00	2.2	.....	fiscal	11-86	293.8	267.2	21.2	16.9	1.45	1.38	975.7	873.0	29.7	27.8	2.46	2.27
Oneida Ltd ..... N	15.63	.63	4.2	15.63	14.63	18.63	9.88	1,249	1.83	1.09	67.9	NE	.40	2.6	.....	fiscal	01-87	62.2	60.4	(8.4)	1.5	(1.21)	.22	267.1	252.1	(7.3)	1.9	(1.06)	.27
Philip Morris ..... N	85.38	.38	.4	85.75	83.25	91.25	54.75	37,585	1.57	1.97	- 20.3	13.8	3.00	3.5	NEW	fiscal	12-86	1825.0	1480.6	371.0	101.9	1.57	1.19	20681.0	12149.0	1478.0	1074.0	6.20	5.24
Proct & Gambl ..... N	94.00	1.38	1.5	94.75	90.25	94.75	65.88	21,075	1.25	1.08	15.7	21.2	2.70	2.9	.....	6 mos.	12-86	4255.0	3865.0	190.0	165.0	1.11	.99	8611.0	7470.0	463.0	415.0	2.72	2.48
Quaker Oats ..... N	47.88	- .63	- 1.3	48.50	46.25	50.88	32.06	11,035	1.41	1.29	9.3	15.9	.80	1.7	.....	6 mos.	12-86	1083.6	916.8	87.9	36.1	1.12	.45	2043.9	1762.4	121.3	63.8	1.55	.79
Ralston Purina ..... N	80.63	- 1.50	- 1.8	82.00	80.25	83.38	55.75	8,157	1.07	1.28	- 16.4	15.6	1.24	1.5	.....	3 mos.	12-86	1510.0	1331.0	298.9	174.3	3.97	2.23	1510.0	1331.0	298.9	174.3	3.97	2.23
Reynolds Metal ..... N	64.88	8.38	14.8	66.50	55.88	66.50	38.50	26,573	12.35	4.82	156.2	7.9	1.00	1.5	NEW	fiscal	12-86	863.9	806.9	140.5	(4.3)	6.27	(.36)	3638.9	3415.6	191.8	(297.5)	8.18	(13.92)
Rykoff-Sexton ..... N	26.75	.50	1.9	26.75	25.25	32.38	24.13	1,606	2.31	2.47	- 6.5	29.4	.60	2.2	.....	9 mos.	01-87	258.7	290.2	1.5	2.0	.21	.28	804.3	760.1	5.4	7.7	.77	1.10
Rymer Co ..... N	23.50	.63	2.7	23.63	23.00	23.88	15.38	340	1.10	1.05	4.8	NM	.00	.0	.....	3 mos.	01-87	82.8	57.1	.3	.5	(.06)	.01	82.8	57.1	.3	.5	(.06)	.01
Sara Lee ..... N	45.00	1.50	3.4	45.00	42.75	45.00	28.38	12,632	1.18	1.10	7.3	20.4	1.00	2.2	.....	6 mos.	12-86	2320.0	2052.8	75.0	61.3	.69	.56	4400.0	3997.4	128.0	108.2	1.17	.98
Scott Paper ..... N	79.88	.63	.8	80.00	78.13	81.63	52.75	3,766	1.03	1.72	- 40.1	16.1	1.36	1.7	.....	fiscal	12-86	986.4	826.6	52.9	49.6	1.40	1.31	3437.0	3049.5	186.5	201.1	4.96	4.52
Shelby Wms ..... M	18.38	- .13	- .7	18.38	18.00	28.00	14.38	5,644	5.43	2.37	129.1	20.4	.24	1.3	.....	fiscal	12-86	36.3	33.8	3.3	3.1	.32	.31	130.5	118.0	9.3	8.4	.90	.82
Smucker, J.M. ..... N	46.88	- .13	- .3	47.50	46.50	49.25	37.25	432	.59	.43	37.2	20.5	.60	1.3	.....	9 mos.	01-87	67.6	62.0	4.2	3.6	.56	.49	215.1	197.6	13.0	12.0	1.76	1.62
Staley Cont ..... N	28.38	1.88	7.1	28.88	25.50	34.63	23.25	8,175	2.83	2.67	6.0	28.7	.80	2.8	.....	3 mos.	12-86	822.7	714.3	9.8	5.6	.30	.19	822.7	714.3	9.8	5.6	.30	.19
Sysco Corp ..... N	35.25	- .25	- .7	35.88	34.25	39.00	24.50	2,887	.65	.82	- 20.7	25.7	.28	.8	.....	6 mos.	12-86	902.4	802.8	15.4	15.4	.35	.36	1780.4	1537.5	31.6	29.6	.72	.69
Tyson Food Inc ..... M	32.75	2.25	7.4	34.00	31.00	37.75	20.00	8,667	2.03	1.56	30.1	25.6	.06	.2	.....	3 mos.	12-86	427.7	294.2	15.5	10.8	.36	.26	427.7	294.2	15.5	10.8	.36	.26
Wellbilt Cp ..... M	31.50	.50	1.6	32.00	31.00	31.75	18.50	883	1.64	1.81	- 9.4	15.5	.00	.0	NEW	fiscal	12-86	54.7	37.5	3.2	2.5	.59	.54	201.1	151.4	10.5	8.1	2.03	1.76
Wilson Foods ..... M	12.25	1.13	10.1	12.50	11.25	12.25	7.25	7,493	10.40	7.03	47.9	11.6	.00	.0	.....	6 mos.	01-87	329.4	368.0	2.9	(3.3)	.40	(.55)	891.3	738.2	3.4	(27.3)	.47	(4.55)

Data and Table Provided by Media General Financial Services, Inc., Richmond, Virginia 23219

EVERYTHING YOU NEED TO KNOW ABOUT SHIFTING TASTES

A *Bar Management* roundup of top-selling drinks and brands, new promotions, sales stats and "moving trends" that figure to affect sales in the months ahead.

TODAY'S 10 MOST REQUESTED DRINKS



According to the American Bartender's Association, the number-one "call drink" is vodka and tonic. Since the start of the 1980s, in fact, vodka has been selling at the rate of 100 million gallons a year. The second-highest call is gin and tonic, followed by rum and coke (third), Bloody Mary (fourth), beer (fifth), Chablis and Margarita (sixth), martinis and Manhattans (eighth), Shooters (ninth), and Iced Tea (10th).

TODAY'S TOP-SELLING BRANDS

Based on research by *Impact* newsletter, white liquors rank number one and two nationally:

Brand	Type	Cases/mil.*
Bacardi	Rum	8.5
Smirnoff	Vodka	7.1
Seagrams 7	Blend	5.1
Canadian Mist	Canadian	4.3
Jim Beam	Bourbon	4.0
Popov	Vodka	3.9
Jack Daniel Bl.	Bourbon	3.7
Seagram's Gin	Gin	3.3
DeKuyper Liqueur	Cordial	3.0
Windsor Supreme	Canadian	3.0

*1985 sales/millions of cases

NEW INDUSTRY PROMO MIXES FOOD & LIQUOR

"Make mine gin and red snapper" could become one of the new drinking and dining cries of the late 1980s if 200 liquor importers and manufacturers at the Distilled Spirits Council of the U.S. have their way. The DSC intends to spend $1.5 million to help convince the public that it's okay to drink hard liquor with the meal (the way wine is accepted today). The purpose of a three-year industry campaign is to reverse further drop-off in hard-spirits volume (down 15 percent over the past 10 years). The promos will pair different foods with liquor and spirits without mentioning them by brand.

Try these food/alcohol combinations

Vodka/gin ..... fish
Scotch ..... beef roasts, duck, goose
Rum ..... ham, veal, turkey
Bourbon ..... bratwurst, kielbasa, Italian sausage

THERE WENT THE THREE-MARTINI LUNCH

A recent survey by Accoutemps finds fewer businessmen are drinking alcohol at lunch these days—down from 38 percent in 1982 to 25 percent at last count.

LIGHT BEERS NOW 20 PERCENT OF SALES MIX

Lights are up about 50 percent since 1980 and could hit 24 percent of sales, according to demographics and a new study by Simmons Research. Most light-beer drinkers now live in the South (40 percent) and North Central (30 percent) regions of the country.

A CHANGING DRINK MIX AT HOULIHAN'S

Beverage director Tim Johnson sees wine taking up the slack for dipping spirits and beer sales these days. Here is the current trend at Houlihan's operations:

59% spirits ..... trending to 55%
27% beer ..... trending to 25%
15% wine ..... trending to 20%

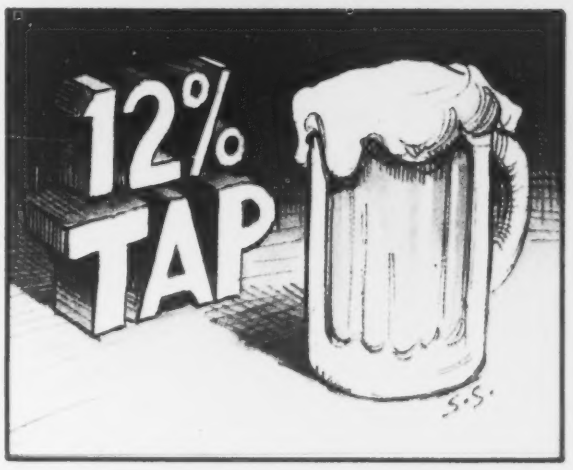
And Houlihan's beer mix is changing, too, Johnson reported. Today's sales are 65 percent for draft and 35 percent for bottles—50 percent of them premium labels and 15 percent superpremium.

BEER: IMPORT VS. HOME-GROWN BREWS

Imports are now 5 percent of total gallonage but 8 percent to 10 percent of dollars, according to

Frank McNerney of the National Beer Wholesalers Association. Over the past five years, imports have charged ahead 10 percent to 12 percent annually versus 1 percent to 2 percent for domestic brands. The surge in imports goes back to 1982, when sales rose 10.4 percent, increased 9.6 percent in 1983, 14.0 percent in 1984, 12.0 percent in 1985, and an estimated 10 percent last year.

BEER: TAP SALES VS. BOTTLES AND CANS



Nationwide, draft accounts for 12 percent of total volume and bottles and cans for the remaining 88 percent. The National Beer Wholesalers Association reported tap business was off 2.4 percent last year and whole bottles and cans gained 2.4 percent. Tap business had been on the rise until 1984-85, but the trend is off now and shows no sign of reversing.

CHAMPAGNE POPPING AS A YUPPIE DRINK

So said Smitty Cogan of the Champagne Institute and none other than a recent issue of *Time* magazine, which called it "the mother's milk of today's yuppie population." The outlook for continuing gains in 1987 hinges on what happens in the "trade" wars between champagne and sparkling wines and the value of the U.S. dollar. "If the spread's just a few dollars, 1987 will be another strong year for champagne. But if the spread widens to three to one, champagne pricing will suffer," Cogan advised.

Bottles of champagne shipped to U.S. (in millions)

1985	14.2
1986	14.9

Source: Champagne Institute

MORE DOUBLE-DIGIT WINE COOLER GAINS?

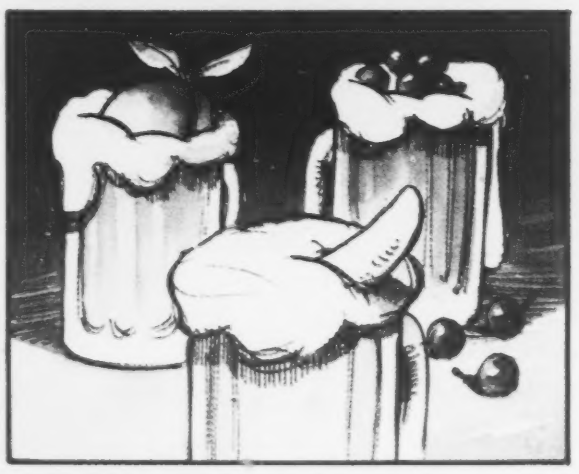
It looks that way, reported Joan Olivaer of Beverage Marketing Corp., New York. "The entire category rose 13.5 percent in 1985, and preliminary data indicate another double-digit jump for 1986," she said. The reasons behind the extra oomph: Flavors came on strong in 1985 (the lemons, lemon-lime combos, and orange) and expanded last year to cola and berry flavors.

Sales of wine coolers

1985	40 million cases
1986	60 million cases

Source: Beverage Marketing Corp. (In 1983, only 3.5 million cases were sold nationwide.)

NOW . . . FRUITY-FLAVORED BEERS ARE COMING ON, TOO



The trend started overseas, mostly in Western Europe and in the Far East. In Belgium ales are brewed with cherry pits and drunk as aperitifs . . . to be sipped, not guzzled, connoisseurs point out. Pilsner Bottling Co. (Brooklyn, N.Y.) has been testing a line of fruity beers in the World Trade Center, where it's being merchandised on a menu, like a wine list. (In Japan flavors are added at the bar—i.e., a Miller Lite with a dash of Rose's Lime Juice.)

SINGLE-SERVING SIZE WINES COMING AT YOU

Upscale wines with twist-off caps (similar to small bottles of mineral water) could be the trend of the year for wine sales, some experts believe. Already popular labels like Souverain, Delicate, Wente Bros., and Fetzer are test-marketing individual twist-top bottles alongside currently popular coolers. If they take off, it could reverse the trend in wine consumption that has seen table wines slip from 78.2 percent of sales in 1983 to 55.7 percent last year while coolers came from nowhere to a 28.7 percent current share.

Wine ad-spending (in millions)

1982	$160
1984	$128
1986	$110

Source: Impact newsletter

PUTTING MORE FIZZ IN SELTZER SALES

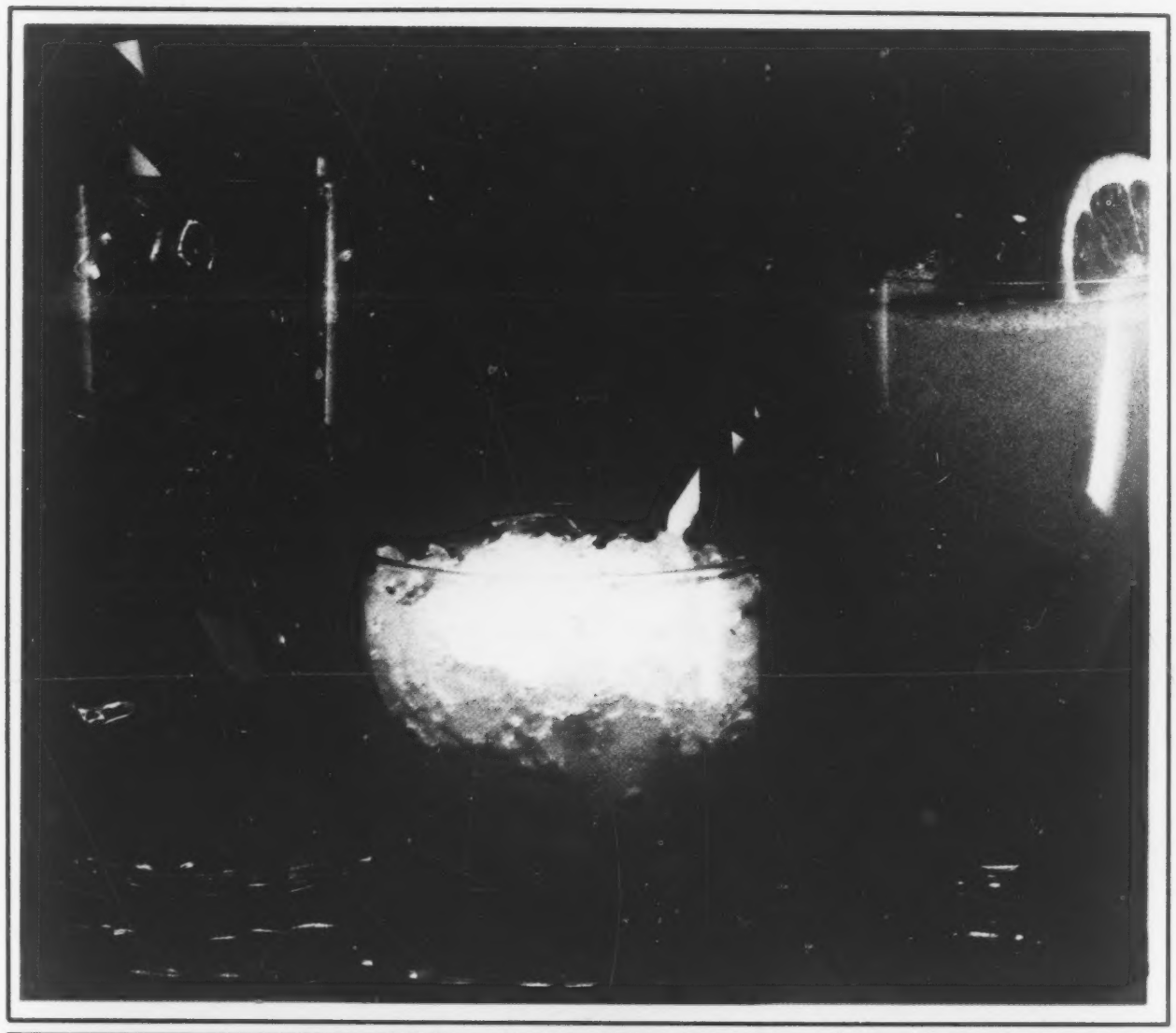
Anheuser-Busch (the beer people) will launch a new line called Zeltzer Seltzer this year—in six flavors that will add 120 calories to each 10-ounce bottle. This budding trend to flavored seltzer (in its pure form a clear, sparkling calorie-free drink) could put more fizz into sales and might double category value to more than $250 million in the coming year. (The only question: With added flavors, when does seltzer stop being seltzer and fall into the soda category?)

HOW THE PUBLIC RATES BEVERAGE ADS

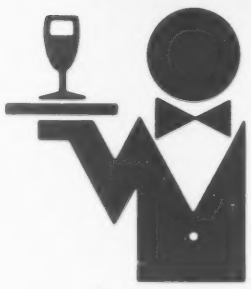
Eight of 1986's "best TV ads," according to a nationwide poll of 30,000 consumers by Video Storyboard Tests, Inc., were beverages—five of them major beer and wine cooler brands. Miller Lite ranked 4th in the 25-best listings to lead the beer/wine cooler group. Bartles & James was next (6th place, up from 14th a year ago), followed by Bud Light (7th), Coors (14th) and Seagram's wine cooler (17th).

SCHNAPPS: IF YOU'RE NOT SELLING IT...YOU SHOULD BE

Straight up or mixed, new flavor concoctions can yield twice the margins of most popular cocktails, which is why more bars use them as all-day promoters.



Clear-bodied and in colorful mixes, schnapps appeals to young people.



Low-proof (42 to 48) schnapps in an imaginative and growing variety of flavors is still the "hot" drink of the moment, and it shows no signs of letup anytime in the months ahead.

In 1984-85, schnapps sales doubled from 2.2 million to 4 million cases, according to research by the Distilled Spirits Council of the U.S. (DISCUS). Last year schnapps sales climbed to nearly 6 million cases, and industry sources predict at least 10 million a year by 1990.

Over the next 12 months alone, the category is expected to gain 12 percent at least, as more bar, restaurant, and hotel operators jump on the bandwagon and promote schnapps-based specialties year-round.

Why is schnapps on point in the low-proof trend in more areas of the country these days? "Simply because of its versatility and range of tastes . . . and because people can enjoy the liquor and not have to worry about being nabbed for drunk driving after three or four of them over two or three hours' time," pointed out Lee Cohn, president of Phoenix-based Big Four Restaurants (16 units).

"Sweet-flavored schnapps, in fact, is driving the trend for all kinds of mixed specialty drinks," said Jim McKee, marketing director of Glenmore Distiller's new one-flavor Hot Shot brand. It appeals to younger drinkers, mostly females, but it doesn't turn off the male drinker, it seems."

The clear body of schnapps allies it with hard liquors like gin, vodka, and rum, making it more acceptable to men, on the one hand, and as a specialty that can be dressed up in all kinds of colors, hues, and mixtures for the female taste.

When Glenmore's Mr. Boston introduced strawberry schnapps several years ago, in fact, pink coloring was purposely removed to overcome possible psychological resistance from men.

The result: Today all schnapps are clear.

Over the past 12 to 18 months, schnapps has been on the move—spreading from traditional strongholds like Colorado and the Great Lakes region (especially Chicago) to warmer climes on both coasts.

And as it moves cross-country, schnapps-based drinks take on local identity and appear under many nom de plumes, industry experts pointed out. One example: A concoction called the Woo-Woo, which started in Florida and made its way up the East Coast (combining peach schnapps, vodka, and cranberry juice), is called a Silk Panties out west (using Stolly, peach schnapps, and cranberry juice).

The Starting Gate in Los Alamitos, Calif., reflects that "localization" trend in another way: "We sell two cases of peach, one root beer, one peppermint, and one case of mixed [apple, cinnamon, spearmint]."

At last count, 65 flavors of schnapps were on the market. But a recent canvass of top bottlers agrees that four still dominate general sales:

Flavor	1985-86	1986-87
Peach	40 percent	40 percent*
Peppermint	30 percent	30 percent**
Apple	10 percent	10 percent***
Strawberry	N/A	10 percent*
All other	20 percent	10 percent

*growing **flat ***declining

If the public's taste for schnapps is on the rise, as all reports indicate, bar operators warm to it for two more reasons—schnapps is proving to be a strong sales contributer and an attractive margin stretcher.

In Chicago Butch McGuire's reported that next to Scotch and bar pours, schnapps is its biggest seller now. "We move three to four bottles